

Message Text

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ORIGIN SCI-06

INFO OCT-01 EUR-25 ADP-00 CIEP-02 COME-00 EB-11 JUSE-00

DOT-00 CAB-09 FAA-00 CIAE-00 DODE-00 PM-09 H-02

INR-10 L-03 NSAE-00 NSC-10 PA-03 RSC-01 PRS-01 SS-15

USIA-12 /120 R

DRAFTED BY SCI/ SA: NPNEUREITER

4/17/73: EXT: 23203

APPROVED BY SCI/ SA: NPNEUREITER

CIEP: D. GUNNING

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EB/ ITP/ EWT: J. TARTTER

DOT/ FAA: C. CAREY

----- 095427

P 180023 Z APR 73

FM SECSTATE WASHDC

TO AMEMBASSY MOSCOW PRIORITY

C O N F I D E N T I A L STATE 072054

E. O. 11652: GDS

TAGS: ETRN, TECH, UR

SUBJ: AIAA AIR TRAFFIC CONTROL SYMPOSIUM- DISPLAY

REF: STATE 36066

1. THE AIAA MAY BE RUNNING INTO DIFFICULTIES WITH THEIR PROPOSED SYMPOSIUM- DISPLAY ON U. S. AIR TRAFFIC CONTROL EQUIPMENT, ESP. REGARDING COSTS AND DATES. AIAA UNDERSTANDS SCST IS PLAYING KEY ROLE AND HOPES THAT THINGS CAN BE WORKED OUT SATISFACTORILY. HOWEVER, AIAA BELIEVES PROMPT ACTION TO CLARIFY SITUATION IS NECESSARY AND HAS ASKED FOR HELP IN COMMUNICATING WITH PRONSKIY.

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2. ACCORDINGLY, EMBASSY IS REQUESTED TO DELIVER FOLLOWING TEXT OF LETTER TO PRONSKIY FROM AIAA EXECUTIVE DIRECTOR

JAMES HARFORD. IF ANY FURTHER EDITING BEFORE DELIVERY APPEARS DESIRABLE TO EMBASSY, PLEASE ADVISE IMMEDIATELY.

3. HARFORD HOPES THAT EMBASSY CAN OBTAIN WRITTEN REPLY TO HIM FROM PRONSKIY WHICH WILL COMMIT SOVIETS TO MEANINGFUL NEGOTIATIONS AS SUGGESTED IN FOLLOWING MESSAGE. ALTERNATIVELY, IF SOVIETS PREFER, PRONSKIY CAN CABLE HARFORD DIRECTLY WITH INFO TO EMBASSY.

4. FYI: THERE IS INTEREST IN THIS SHOW IN THE USG AS WELL AS US INDUSTRY, ALBEIT ENTHUSIASM IS TEMPERED WITH SOME

SCEPTICISM ABOUT POSSIBLE OUTCOME, PARTICULARLY IN VIEW SHIFTING SOVIET POSITION AND CERTAIN AIAA ACTIONS SUCH AS CITED IN STATE 36066. HOWEVER, WE ARE NOW INFORMED THAT RESULTING COMMERCIAL OPPORTUNITIES WOULD BE OPEN FOR MULTIPLE BIDDING AND THAT U. S. PARTICIPATION IN SYMPOSIUM-DISPLAY WILL BE OPEN TO ALL INTERESTED U. S. FIRMS. IN PRESENTING AIAA LETTER, EMBASSY SHOULD KEEP IN MIND THAT USG IS NOT A FORMAL SPONSOR OF SYMPOSIUM AND THAT USG ROLE IS TO FACILITATE CONTACTS BETWEEN RESPONSIBLE SOVIET AUTHORITY AND AIAA, WHICH IS COORDINATING BROAD U. S. INDUSTRY INVOLVEMENT. END FYI.

5. BEGIN UNCLASSIFIED LETTER TO: MR. DIMITRIY N. PRONSKIY, SCST, MOSCOW QUOTE DEAR MR. PRONSKIY: WHEN THE AIAA TEAM LEFT MOSCOW ON MARCH 4 WE FELT SATISFIED THAT WE HAD COME TO A FIRM AGREEMENT WITH OUR SOVIET COLLEAGUES ON DATES, ESSENTIAL DETAILS AND PROCEDURES, AND APPROXIMATE COSTS OF THE PLANNED US- USSR AERONAUTICAL TECHNOLOGY SYMPOSIUM AND TECHNICAL DISPLAY. WE AWAITED CONFIRMATION OF THIS INFORMATION IN A LETTER WHICH MR. SUSHKO OF THE MINISTRY OF CIVIL AVIATION AGREED TO SEND IN A FEW DAYS.

6. WHEN WE RECEIVED NO LETTER AFTER SEVERAL WEEKS, WE DECIDED TO SEND LAWRENCE CRANER BACK TO MOSCOW TO MAKE CERTAIN THAT ALL PLANS WERE PROCEEDING. IN THE MEANTIME, HOWEVER, WE HAD ALREADY INFORMED THE AIAA COMMUNITY, THE BOARD OF DIRECTORS, THE CORPORATE MEMBERS, U. S. CONFIDENTIAL

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GOVERNMENTAL OFFICIALS, CONGRESS AND THE PRESS THAT THE SYMPOSIUM-DISPLAY WOULD TAKE PLACE JUNE25- JULY 1 AT THE CHEMICAL INDUSTRY PAVILION IN THE EXHIBITION OF SOVIET ECONOMIC ACHIEVEMENTS.

7. TO HIS CONSTERNATION, MR. CRANER LEARNED ON HIS AIRIVAL IN MOSCOW ON MARCH 27 THAT THE JUNE 25- JULY 1 DATES WERE NOT AVAILABLE AT THE CHEMICAL INDUSTRY PAVILION. FURTHER, THE COST APPROXIMATIONS HE HAD MADE,

BASED ON HIS EARLIER CONVERSATION WITH MR. KONSTANTIN MIKHAILOV, DIRECTOR GENERAL, USSR EXHIBITION, WERE NOT REALISTIC. HE WAS ALSO TOLD THAT WE MUST DEAL WITH AN ENTIRELY DIFFERENT SOVIET ENTITY, THE CHAMBER OF COMMERCE, THROUGH MR. OGANESIAN, CHIEF OF THE DEPARTMENT OF FOREIGN EXHIBITIONS, AND THAT THE ONLY DATES AVAILABLE WERE JULY 18-27, AND THAT THE POSSIBLE COSTS TO AIAA ARE NOW OVER 600,000 RUBLES. (WE HAD APPARENTLY BEEN MISTAKEN IN OUR UNDERSTANDING THAT THE STATE COMMITTEE FOR SCIENCE AND TECHNOLOGY HAD DOMAIN OVER THE CHEMICAL INDUSTRY PAVILION)

8. MR. PRONSKIY, I AM WRITING THIS LETTER IN AN EFFORT TO REESTABLISH AN ACCEPTABLE BASIS FOR THIS COOPERATIVE SYMPOSIUM- DISPLAY. YOU WILL RECALL, I AM SURE, THAT THE WORD QUOTE COOPERATION UNQUOTE WAS, IN FACT, STRESSED IN ALL OF OUR TALKS WITH SOVIET OFFICIALS. THIS WOULD BE A JOINT US- USSR UNDERTAKING, CONSISTENT WITH THE US- USSR AGREEMENT ON COOPERATION IN SCIENCE AND TECHNOLOGY OF MAY 24, 1972, SIGNED AT THE SUMMIT, OF WHICH ARTICLE 4 OBLIGATES BOTH COUNTRIES TO ENCOURAGE AND FACILITATE THE DEVELOPMENT OF DIRECT CONTACTS AND COOPERATION WITH ORGANIZATIONS AND FIRMS OF BOTH COUNTRIES. THE RECENT VISIT TO THE U. S. OF YOUR CIVIL AVIATION MINISTRY TEAM, UNDER GENERAL SEMENKOV, ATTESTS TO THE SINCERITY WITH WHICH THE U. S. SIDE HAS MET ITS OBLIGATION.

9. IN ADDITION TO THE JOINT US- USSR SYMPOSIUM AND THE U. S. AERONAUTICAL TECHNOLOGY DISPLAY, WE AGREED TO ASSIGN SMALL ROOMS FOR TECHNICAL DISCUSSIONS BETWEEN U. S. AND U. S. S. R. SPECIALISTS. FURTHER, WE EXPRESSED THE HOPE THAT YOU WOULD INVITE U. S. SPECIALISTS TO VISIT SOVIET
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AERONAUTICAL FACILITIES DURING THE DAYS OF THE MEETING. ALSO, IT WAS AGREED THAT YOU WOULD INVITE OTHER USSR MINISTRIES AS WELL AS AERONAUTICAL OFFICIALS FROM YUGOSLAVIA, HUNGARY, POLAND, CZECHOSLOVAKIA, ROUMANIA, AND BULGARIA TO PARTICIPATE.

10. UNDER THESE CIRCUMSTANCES, WE FEEL IT IS INAPPROPRIATE FOR THE SOVIET CHAMBER OF COMMERCE TO NEGOTIATE WITH AIAA AS IF THIS WERE PURELY A U. S. SALES EFFORT AND AS IF AIAA WERE A PROFIT MAKING COMMERCIAL ORGANIZATION. SPECIFICALLY, WE ARE UNABLE TO AGREE WITH THE CONTENTION OF THE SOVIET CHAMBER OF COMMERCE THAT AIAA SHOULD PAY FOR ALL MEETING ROOM COSTS, TRANSLATION EQUIPMENT AND MEETING ROOM INTERPRETERS.

11. AS YOU BNOW WE WANT VERY MUCH TO HOLD THIS MEETING, BUT THE CURRENT SITUATION WILL PRESENT SEVERE DIFFICULTIES

FOR US UNLESS: (1) A MUCH MORE REASONABLE ALLOCATION OF COSTS CAN BE ESTABLISHED - SHARED BY THE U. S- AND THE U. S. S. R. - FOR THE SYMPOSIUM ITSELF. (2) A MORE REASONABLE BASIS CAN BE ESTABLISHED FOR RENTAL OF THE EXHIBIT HALL, AND FOR COVERING CHARGES OF SOVIET LABOR IN CONNECTION WITH SETTING UP THE EXHIBIT, SERVICING IT AND DISMANTLING IT. (3) AN APPROPRIATE LEVEL OF SOVIET PARTICIPATION IN THE SYMPOSIUM- DISPLAY IS ESTABLISHED, INCLUDING PRESENTATION OF SOVIET TECHNICAL PAPERS,

OPPORTUNITIES FOR U. S. SPECIALISTS TO VISIT SOVIET AERONAUTICAL FACILITIES, AND PROVISION FOR INFORMAL INTERCHANGE AND DISCUSSION ON SPECIALIZED TOPICS BETWEEN U. S. AND SOVIET EXPERTS. IT WAS ON THESE POINTS THAT I UNDERSTOOD AGREEMENT IN PRINCIPLE HAD BEEN REACHED DURING OUR MARCH DISCUSSIONS IN MOSCOW.

12. IN AN ATTEMPT TO REESTABLISH A MUTUALLY SATISFACTORY BASIS FOR PROCEEDING, I AM PREPARED TO RETURN TO MOSCOW DURING THE WEEK OF APRIL 29. I WOULD LIKE FIRST, HOWEVER, TO BE ASSURED BY YOU THAT THE SOVIET SIDE WILL BE PREPARED TO ADDRESS EACH OF THE ABOVE POINTS AND TO CARRY ON CONCLUSIVE DISCUSSIONS AT THAT TIME, CULMINATING IN A WRITTEN AGREEMENT.

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3. AS YOU KNOW, I AM GREATLY INTERESTED IN A TRULY COOPERATIVE AND SUCCESSFUL MEETING AS SOON AS POSSIBLE. I SHALL BE MOST GRATEFUL FOR YOUR HELP. VERY TRULY YOURS, JAMES J. HARFORD, EXECUTIVE SECRETARY OF AIAA, 1290 AVENUE OF THE AMERICAS, NEW YORK CITY 10019
END QUOTE. END UNCLASSIFIED. ROGERS

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Message Attributes

Automatic Decaptioning: X
Capture Date: 07 MAY 1999
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: SUBJ; AIAA AIR TRAFFIC CONTROL SYMPO, TECH
Control Number: n/a
Copy: SINGLE
Draft Date: 18 APR 1973
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: morefirh
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1973STATE072054
Document Source: ADS
Document Unique ID: 00
Drafter: SCI/ SA: NPNEUREITER
Enclosure: n/a
Executive Order: N/A
Errors: n/a
Film Number: n/a
From: STATE
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1973/newtext/t19730460/abqceiib.tel
Line Count: 201
Locator: TEXT ON-LINE
Office: ORIGIN SC
Original Classification: CONFIDENTIAL
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 4
Previous Channel Indicators:
Previous Classification: CONFIDENTIAL
Previous Handling Restrictions: n/a
Reference: STATE 36066
Review Action: RELEASED, APPROVED
Review Authority: morefirh
Review Comment: n/a
Review Content Flags:
Review Date: 26 SEP 2001
Review Event:
Review Exemptions: n/a
Review History: RELEASED <26-Sep-2001 by smithrj>; APPROVED <29-Nov-2001 by morefirh>
Review Markings:

Declassified/Released
US Department of State
EO Systematic Review
30 JUN 2005

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: <DBA CORRECTED> wfs 980202
Subject: SUBJ; AIAA AIR TRAFFIC CONTROL SYMPOSIUM- DISPLAY
TAGS: ETRN, UR
To: MOSCOW
Type: TE
Markings: Declassified/Released US Department of State EO Systematic Review 30 JUN 2005